

Message Text

UNCLASSIFIED

PAGE 01 TOKYO 10632 120808Z
ACTION EA-12

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UNCLAS TOKYO 10632

FOR OIM/JAPAN

EO 11652: NA
TAGS: BEXP, JA
SUBJECT: TC SOLICITATION STATUS REPORT COB JUNE 9
SEPTEMBER BPS SHOW

REF: OIM W.E.O.O. REPORT WK ENDING MAY 25

1. PA'S TO BE RECEIVED FROM OIM, FIVE: (A) CARRIER INT'L;
(B) GAMETIME INC; (C) KELLNER CO; (D) RPM INT'L;
(E) STANLEY WORKS.
2. PA'S SUBMITTED LOCALLY, THREE: (A) MANNINGTON MILLS;
(B) NIPPON PITTSBURGH CORNING; (C) NORTON JAPAN.
3. OIM VERBALS, TEN: (A) AMERICAN HOMES INDUSTRY;
(B) A.O. SMITH; (C) B.W. INDUSTRIES; (D) CERTAIN TEED
CORP; (E) CONGOLEUM INDUSTRIES; (F) DISCO ALUMINUM
PRODUCTS; (G) K-SPAN; (H) RAINHART CO; (I) STAR INT'L
SALES; (J) VIKING INDUSTRIES.
4. TC VERBALS, EIGHT: (A) MIKASA AGL CORP; (B) JAPAN
REDWOOD ASS'N/ARCATA; (C) OKURA/BOMANITE CORP;
(D) CONSOL/GENERAL SOLAR INT'L; (E) INABA/HALO LIGHTING;
(F) FRONVILLE HOMES/HOMASOTE; (G) SANSHO/MADICO INDUSTRIES;
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(H) INT'L BUSINESS/STEVE'S SASH AND DOOR.

5. IN ADDITION TO LOCAL VERBALS, PARA FOUR, TC HAS 14
PENDING CONTACTS. WILL CLOSE THEM ASAP AND ADVISE. RE
ILLINOIS TOOL WORKS/NIPPON SHAKEPROOF, SUBENT CO/CHIYODA
AND OVERSEAS TRADING/OKABE, TC EXPEDITING THEIR DECISION.
WILL ADVISE BY JUNE 16.

ABOVE, ALSO INFO ON TANDEM SHOW PARTICIPANTS. SINCE AT
LEAST A WEEK OF LEADTIME WILL BE LOST DUE TO SUMMER
VACATION AND TC HAS NOW ONLY THREE PA'S ON HAND, SUGGEST
OIM FORWARD DOCUMENTS ASAP AS THEY COME IN FOR EFFECTIVE
SHOW PROMOTION PLANNING AND PROVIDE ALL PENDING INFO NLT
MID JULY TO ALLOW TIME FOR PREPARING PRINTED MATERIALS.
MANSFIELD

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NNN

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